



CAPABILITY STATEMENT

CERTIFICATIONS

Certified Service Disabled Veteran-Owned (SDVOSB) Small Business

COMPANY HISTORY/BACKGROUND

HMS TECHNOLOGIES, INC. (HMS) was founded in 2003 by Harry M. Siegel. He founded this Service Disabled Veteran Business (SDVB) on the basic principles of duty, honor, and commitment to excellence. Headquartered in the historic district in Martinsburg,, West Virginia, the company strives to broker technology, partners, and clients for the common goal of teamed success. Mr. Siegel's international reputation in software development and delivery is a cornerstone of technology leadership that the company enjoys.

The above-mentioned principles are driven by appropriate attention to the five Cs: Country, Clients, Colleagues, Company, and Cost Control.

HMS focuses on three vertical markets that include healthcare, first responders, and public safety supporting customers that include VA, DoD, USPTO, HHS, DHS as well as others in the intel community. HMS is well on track to be CMMI Level 3 certified and ISO 20000 certified by May of 2010.

During this FY, HMS won a prime contract with the US Army Casualty and Mortuary Affairs Operations Center (CMAOC) to provide products and services for the architecture, scanning and online delivery of up to 30 million documents. HMS hired and trained wounded warriors to use IBM FileNet Technology to digitize personal effects, medical and death documents for fallen military personnel from World War I World War II, Korea and Vietnam records up to modern day OEF and OIF warfighters. Today when the CMAOC organization gets a FOIA, it costs the government more than \$2000 per request to locate and copy pertinent data to send to the requester. Once the HMS solution is exercised, the requests will be filled within minutes versus weeks or months and cost less than \$15.

HMS won the largest research contract ever let by the VA performing research on 60,000 OEF/OIF Veterans. This is a health related study utilizing IBM's Cognos solution for data manipulation and dashboard development. HMS not only won the original effort for \$5M, but an additional related effort for \$3.8M. The analysis will allow the VA to plan for healthcare delivery for the next 50 years for this important veteran population.

Despite the economy recession HMS Technologies has endured and expanded its business. HMS has won more than \$110M in new contracts and nearly doubled its revenues in 2008 from \$12.43M in 2007 to \$22.5M. Last year HMS ranked 7th among the top 100 privately held businesses in West Virginia. In September of 2009, HMS was named number one on Washington Technologies Fast Fifty and recognized as the fastest growing company serving the Federal Government in America. HMS employee base has also increased significantly from 50 employees to more than 250 full and part time employees.

Among its recent contracts, HMS won in June its second major service award from the U.S. Patent and Trademark Office, a schedule 70 blanked purchase agreement worth as much as \$15M over a five years to provide program, financial and business management solution, and in June thru September of 2009 it won more than \$95M in new business to support DHHS with nation-wide COOP/DR services, NOAA with Financial Costing Modeling Services, VA National Data Center Program, VA Contracts Support, VA IFTO Configuration Management, VA ISAM, CNCS IV&V Support, as well as several million dollars in products that support DoD in technology and a medical product that has saved more than 500 lives in Iraq and Afghanistan.

Recent Awards

- 2009 – America's First Small to Smaller Business Sponsored Mentor
- 2009 – Washington Technology Fast Fifty (Number One)
- 2009 – INC 100 Fastest Growing Companies in America (45th)
- 2009 – INC 100 Fastest Growing Companies in the Federal Space (7th)
- 2009 – DHS Small Business Achievement Award
- 2009 – Diversity.Com Two National and One State Awards
- 2008 – CEO SBA Small Business Person of the Year – WV
- 2008 – TOP 100 GWAC Contractors in the U.S.
- 2008 – CEO Congressional Medal of Distinction -2nd Award
- 2008 – IBM's Mentor/Protégée (NGA)

Corporate Leadership

- Leadership Team Multiple SDV's
- ITIL, Six SIGMA, CMMI Level 3, ISO 20000
- Veterans make up 45% of staff
- Highly Educated Workforce:
 - 60% Masters Degrees
 - 95% Bachelor's Degrees

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DoD's First Ever SDVOSB of the Year